

Message Text

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PAGE 01 BELGRA 03043 180949Z
ACTION EUR-12

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R 180845Z APR 78
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
INFO AMCONSUL ZAGREB
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
SECSTATE WASHDC 6291

UNCLAS BELGRADE 3043

E.O. 11652: N/A
TAGS: BEXP, YO
SUBJECT: IOGA TRADE SEMINAR ON "MACHINE TOOLS"

REF: USDOC 4602

1. EMBASSY BELIEVES IT MAY BE INADVISABLE TO HAVE PROPOSED IOGA TRADE SEMINAR VISIT YUGOSLAVIA IN FY 1979. EMBASSY HAS BEEN INFORMALLY TOLD BY OFFICIALS OF NATIONAL MACHINE TOOL BUILDERS' ASSOCIATION (NMTBA) THAT NMTBA SERIOUSLY CONSIDERED HAVING A TECHNICAL SALES SEMINAR IN FY 1979 IN YUGOSLAVIA. MOST CONVENIENT DATES FOR POST FOR NMTBA SEMINAR WOULD BE DURING MARCH OR MAY 1979.

2. WE BELIEVE TWO SEMINARS ON SAME GENERAL THEME IN SAME FISCAL YEAR WOULD BE COUNTERPRODUCTIVE. IF WE HAVE CHOICE WE FRANKLY PREFER NMTBA TSS. WE BASE THIS PREFERENCE ON THE FOLLOWING:

- A. NMTBA HAS BEEN ACTIVELY INVOLVED IN YUGOSLAVIA FOR A NUMBER OF YEARS AND KNOWS THE MARKET;
- B. NMTBA IS MORE BROADLY BASED AND PRESUMABLY COULD ORGANIZE A TSS WITH A MORE WIDE RANGING LINE OF MACHINE TOOLS;
- C. AS WE UNDERSTAND IT NMTBA WOULD CONSIDER THE SEMINAR TO BE PRELUDE TO A NMTBA MACHINE TOOL EXHIBITION TO BE HELD IN FY 1980 IN ZAGREB EITHER AT BIAM OR AT ZAGREB FALL FAIR;

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D. ANY SUFFICIENTLY INTERESTED STATE OF CONNECTICUT MACHINE TOOL FIRM COULD PROBABLY VISIT YUGOSLAVIA UNDER UMBRELLA OF NMTBA TSS.

3. WE HAVE REVIEWED BROCHURES POUCHED TO US ON OOGA PARTICIPANTS AND ARE GENERALLY IMPRESSED. IF NMTBA DOES NOT REPEAT NOT PLAN ON HAVING FY 1979 TSS IN YUGOSLAVIA WE WOULD

WELCOME IOGA GRPUP.

4. ACTION REQUESTED: USDOC PLEASE CONFIRM WITH MESSRS. JESSE
MAFFUID/JACK CONNOR OF NMTBA (703-893-2900) WHETHER OR NOT
NMTBA WILL HAVE FY 1979 TSS IN YUGOSLAVIA AND ADVISE EMBASSY
OF NMTBA DECISION.
EAGLEBURGER

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NNN

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